

Sandia National Laboratories Mentor Protégé Program

“Strengthening Small Business Capabilities”

Sandia’s Mentor Protégé Program is designed to help small businesses strengthen their business practices. We accomplish strengthening small business capabilities by matching volunteer Mentors (Sandia technical or management personnel, large suppliers, small suppliers, and Business Service Providers) with Protégés (regional small businesses) to create advisory relationships that focus on helping the Protégé achieve established business development goals.

PROGRAM BENEFITS:

Protégés will work with a Mentor assigned by the Mentor Protégé Program. Participants may choose to participate in either one-year or two-year advisory relationships.

Protégé Benefits

- Improved business practices
- Enhanced knowledge of government / commercial procurement practices
- Recognition for your business
- Direct, positive impact on your community’s economy

Mentor Benefits

- Networking
- Recognition
- Professional enhancement
- Satisfaction that you have helped someone
- Direct, positive impact on the local economy

Protégé Qualifications

- You must be a Small Business within Sandia’s Office of Advocacy and Small Business Development’s regional area of service (NM, AZ, CO, UT, NV and West TX)
- You must be able to commit to at least one year of service in the program
- Your business must have at least two employees
- Your business must have been in business for a period of three years or more
- You must have an identified business practice or process needing improvement

Mentor Qualifications

- You must have the capability to provide assistance to the Protégé
- You must be able to demonstrate experience and knowledge in areas required by the Protégé
- You must have the ability to motivate others to obtain their established goals
- You must be able to commit to at least one year of service

ADDITIONAL PROGRAM RESOURCES:

Business Services Advisors (BSAs): professionals with specific skills who may help a Mentor Protégé Team in instances where the Mentor may not have specific expertise. In these cases, BSAs will provide short-term, solution-based assistance.

BSA Benefits:

- Marketing Opportunity – market your business to a dynamic group of small area businesses
- Development Impact – your services will have a direct impact on the small business community

BSA Qualifications:

- Must have a specific skill in an identified area
- Must be willing to volunteer a minimum of eight hours of actual service to Program participants during the entire twelve month period

Sandia National Laboratories Mentor Protégé Program

CONTACT INFORMATION

For additional information, visit our web site: www.sandia.gov/bus-ops/partnerships/sbp/mp/mpcontent.html
Call/Fax/Email us at: Corina Gallegos, Program Manager Phone: (505) 284-9012, Email: cegalle@sandia.gov
Cristi Sala, Program Administrator Phone: (505) 823-2000 Toll Free: (866) 827-3500 Email: sala@slsinc.com
Fax: (505) 823-0940



S A N D I A N A T I O N A L L A B O R A T O R I E S

MENTOR PROTÉGÉ INQUIRY FORM

Date: _____

Company Name: _____

Contact Name: _____ Title: _____

Address: _____

City & County: _____ State: _____ Zip: _____

Phone: _____ FAX: _____ Email: _____

Cell Phone: _____ Best time of day to contact you: _____

I heard about the Mentor Protégé Program from: _____

I am interested in being a ☐ Protégé ☐ Mentor ☐ BSA

Protégé:

My company is a small business (less than 500 employees) ☐ Yes ☐ No

Regional location of business is in: NM, AZ, CO, West TX, NV or UT ☐ Yes ☐ No

My company has 2 or more employees (actual number _____) ☐ Yes ☐ No

My company has been in business for at least three years ☐ Yes ☐ No

Describe the type of assistance needed _____

Mentor/BSA: Describe the type of assistance you would like to provide _____

Please complete and return this form via Fax to: (505) 823-0940